## CONTRACT



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

	Contract / Rev	vision		Alt Order #	<u> </u>
	1861939	1		08874376	
Product					
HIGHWAY 31	- 11				
Contract Dates	Estimate #				
12/06/17 - 12/12/17	6115				
Advertiser			Ori	iginal Date	/ Revision
SS/Highway 31	•		1	2/05/17	/ 12/05/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	Broado			Cash
	Property	Accour	it E	xecutive	Sales Office
	WSFA	Ryan E	:ddi	ns	HRP-Washingto
	Special Handl	ing		<u> </u>	
	Demographic				
	Adults 35+	-			
	Agy Code	Adverti	ser	Code	Product 1/2
		361			385
	Agency Ref			Advertiser	Ref

	Start/End	Spots	1		
*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Typ	e Spots	Amount
N 2 WSFA 12/11/17 12/12/17 NBC Today 2	9-10am	:30	N	1	\$250.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         1	<u>Rate</u> \$250.00			_	
N 3 WSFA 12/06/17 12/08/17 NBC Today with Kathie Lee		:30	Ni	1	\$250.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        wTF         1	<u>Rate</u> \$250.00		•		
N 4 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NI	1	\$75.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         1	<u>Rate</u> \$75.00				
N 5 WSFA 12/06/17 12/08/17 ALABAMA LIVE @ 1130AN	1 1130A-12P	:30	N	1 1	\$75.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17WTF 1	<u>Rate</u> \$75.00				
N 6 WSFA 12/11/17 12/12/17 WSFA 12 News at Noon	12-1230pm	:30	· NV	1	\$250.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				·
Week: 12/11/17 12/17/17 MT 1	\$250.00			4	
N 7 WSFA 12/06/17 12/08/17 NET Days of Our Lives Start Date End Date Weekdays Spots/Week	1230-130p Rate	:30	NN	1 1	\$350.00
Week: 12/04/17 12/10/17WTF 1	\$350.00				
N 8 WSFA 12/11/17 12/12/17 RIGHT THIS MINUTES	130-2p	:30	NV	1	\$75.00
Start Date End Date Weekdays Spots/Week Week; 12/11/17 12/17/17 MT 1	<u>Rate</u> \$75.00		•		
N 9 WSFA 12/06/17 12/08/17 HARRY	2-3p	:30	N/	1	\$75.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				******
Week: 12/04/17 12/10/17WTF 1	\$75.00	***************************************		4	
N 10 WSFA 12/11/17 12/12/17 JUDGE JUDY 2ND RUN Start Date End Date Weekdays Spots/Week	3-330p	:30	NN	1	\$135.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         1	<u>Rate</u> \$135.00				
N 11 WSFA 12/06/17 12/08/17 JUDGE JUDY 1ST RUN	330-4p	:30	NN	1 1	\$135.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		•	l	

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity, Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/05/17 / 12/05/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	TypeSpots	Amount
Start Date End Date Weekdays Spots/Week	Rate	Day's Longin Wook Hate	1,7500,000	
Week: 12/04/17 12/10/17WTF 1	\$135.00			0407.00
N 13 WSFA 12/06/17 12/12/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week	M-F 4-430P Rate	:30	NM 1	\$135.00
Week: 12/06/17 12/12/17 MTWTF 1	\$135.00			
N 14 WSFA 12/06/17 12/08/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM 1	\$175.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        wTF         1	<u>Rate</u> \$175.00			
N 15 WSFA 12/06/17 12/08/17 WSFA 12 News at Five	5-530pm	:30	NM 1	\$425.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17WTF 1	<u>Rate</u> \$425.00			
N 16 WSFA 12/06/17 12/08/17 WSFA 12 News at Six - MF		:30	NM 1	\$800.00
Start Date	Rate			
Week: 12/04/17 12/10/17WTF 1	\$800.00	.20	NM 1	\$350.00
N 17 WSFA 12/06/17 12/08/17 ENTERTAINMENT TONIGH Start Date End Date Weekdays Spots/Week	Rate	:30	INIVI	φ350.00
Week: 12/04/17 12/10/17W-F 1	\$350.00	•		
N 18 WSFA 12/06/17 12/08/17 WSFA 12 News at Ten - MF	•	:30	NM 2	\$1,000.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17WTF 2	<u>Rate</u> \$500.00		l	
N 19 WSFA 12/06/17 12/08/17 Tonight Show	1035-1137pm	:30	NM 1	\$200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week; 12/04/17 12/10/17W-F 1	<u>Rate</u> \$200.00			
N 20 WSFA 12/06/17 12/08/17 Late Night w/ Seth Meyers	1137p-1237x	:30	NM 1	\$50.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			******
Week: 12/04/17 12/10/17W-F 1	\$50.00			04 500 00
N 21 WSFA 12/11/17 12/11/17 THE VOICE Start Date End Date Weekdays Spots/Week	7-9pm Rate	:30	NM 1	\$1,500.00
Week: 12/11/17 12/17/17 1 1	\$1,500.00			
N 22 WSFA 12/06/17 12/08/17 Today in Alabama 5am	5-530a	:30	NM 1	\$200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17WTF 1	<u>Rate</u> \$200.00			
N 23 WSFA 12/06/17 12/08/17 Today in Alabama 530a	528am-6am	:30	NM 1	\$250.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
Week: 12/04/17 12/10/17WTF 1	\$250.00	0.0		0050 00
N 24 WSFA 12/06/17 12/08/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a <u>Rate</u>	:30	NM 1	\$350.00
Week: 12/04/17 12/10/17WTF 1	\$350.00			
N 25 WSFA 12/06/17 12/08/17 NBC Today Show	7-9am	:30	NM 1	\$260.00
Start Date     End Date     Weekdays     Spots/Week       Week: 12/04/17     12/10/17    wTF     1	<u>Rate</u> \$260.00	•		
N 26 WSFA 12/09/17 12/09/17 NBC Saturday Today Show		:30	NM 1	\$115.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        1-         1	<u>Rate</u> \$115.00		l	
V 27 WSFA 12/10/17 12/10/17 NET NBC Sunday Today Sh		:30	NM 1	\$125.00
Start Date	<u>Rate</u>			
Week: 12/04/17 12/10/171 1	\$125.00		l	

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Print Date 12/05/17

Page 3 of 4



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

 Contract / Revision
 Alt Order #

 1861939 /
 08874376

 Contract Dates
 Product
 Estimate #

 12/06/17 - 12/12/17
 HIGHWAY 31
 6115

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/05/17 / 12/05/17

tine Ch Ctest	Data	ata Danninti		Start/End Time	Dava	Spots/ Length Week	Doto T	ma Cnoto	Amount
*Line Ch Start Start Date					Days	Lengin vveek	Rate Ty	/peSpots	Amount
N 28 WSFA 12/10, Start Date Week: 12/04/17	End Date /17 12/10/1 End Date 12/10/17	Weekdays NET NBC Weekdays1	Spots/Week Meet The Press Spots/Week 1	Rate 8-9a <u>Rate</u> \$225.00		:30	. 1	1 1	\$225.00
N 29 WSFA 12/11/ <u>Start Date</u> Week: 12/11/17	/17 12/12/1 End Date 12/17/17	7 WSFA 12 <u>Weekdays</u> M	NEWS AT 4PM Spots/Week 1	M-F 4-430P <u>Rate</u> \$135.00		:30	1	IM 1	\$135.00
N 30 WSFA 12/11/ <u>Start Date</u> Week: 12/11/17	/17 12/12/1 <u>End Date</u> 12/17/17	7 WSFA 12 <u>Weekdays</u> M	NEWS AT 4PM Spots/Week 1	M-F 430-5P <u>Rate</u> \$175.00		:30	,	IM 1	\$175.00
N 31 WSFA 12/11/ Start Date Week: 12/11/17	/17 12/12/1 <u>End Date</u> 12/17/17	7 WSFA 12 <u>Weekdays</u> MT	News at Five Spots/Week 1	5-530pm <u>Rate</u> \$425.00		:30	١	IM 1	\$425.00
N 32 WSFA 12/11/ Start Date Week: 12/11/17	/17 12/11/1 <u>End Date</u> 12/17/17	7 WSFA 12 <u>Weekdays</u> 1	News at Six - MF <u>Spots/Week</u> 1	6-630pm <u>Rate</u> \$800.00		:30	١	IM 1	\$800.00
N 33 WSFA 12/11/ Start Date Week: 12/11/17	/17 12/11/1 <u>End Date</u> 12/17/17	7 ENTERTA <u>Weekdays</u> 1	INMENT TONIGH Spots/Week 1	17630-7p <u>Rate</u> \$350.00		:30	,	IM 1	\$350.00
N 34 WSFA 12/11/ Start Date Week: 12/11/17	/17 12/11/1 <u>End Date</u> 12/17/17	7 WSFA 12 <u>Weekdays</u> 1	News at Ten - MF <u>Spots/Week</u> 1	10-1035pm <u>Rate</u> \$500.00		:30	١	IM 1	\$500.00
N 35 WSFA 12/11/ Start Date Week: 12/11/17	/17 12/11/1 <u>End Date</u> 12/17/17	7 Tonight Sh <u>Weekdays</u> 1	ow <u>Spots/Week</u> 1	1035-1137pm <u>Rate</u> \$200.00		:30	٨	IM 1	\$200.00
N 36 WSFA 12/11/ Start Date Week: 12/11/17	17 12/11/1 <u>End Date</u> 12/17/17	7 Late Night <u>Weekdays</u> 1	w/ Seth Meyers Spots/Week 1	1137p-1237x <u>Rate</u> \$50:00		:30		IM 1	\$50.00
N 37 WSFA 12/11/ Start Date Week: 12/11/17	17 12/12/1 <u>End Date</u> 12/17/17	7 Today in A <u>Weekdays</u> MT	labama 5am <u>Spots/Week</u> 1	5-530a <u>Rate</u> \$200.00		:30	١	IM 1	\$200.00
N 38 WSFA 12/11/ Start Date Week: 12/11/17	17 12/12/1 End Date 12/17/17	7 Today in A <u>Weekdays</u> MT	labama 530a <u>Spots/Week</u> 1	528am-6am <u>Rate</u> \$250.00		:30	,	M 1	\$250.00
N 39 WSFA 12/11/ Start Date Week: 12/11/17	17 12/12/1 End Date 12/17/17	7 Today In A <u>Weekdays</u> MT	labama <u>Spots/Week</u> 1	6a-7a <u>Rate</u> \$350.00		:30	N	M 1	\$350.00
N 40 WSFA 12/11/ <u>Start Date</u> Week: 12/11/17			/ Show Spots/Week 1	7-9am <u>Rate</u> \$260.00		:30	N	M 1	\$260.00
N 41 WSFA 12/06/ Start Date Week: 12/04/17	17 12/08/1 <u>End Date</u> 12/10/17	7 NET Early <u>Weekdays</u> wT	Today ON <u>Spots/Week</u> 1	4X-430x <u>Rate</u> \$15.00		:30		M 1	\$15.00
N 42 WSFA 12/11/ <u>Start Date</u> Week: 12/11/17	17 12/12/17 End Date 12/17/17	7 NET Early <u>Weekdays</u> MT	Today ON <u>Spots/Week</u> 1	4X-430x <u>Rate</u> \$25.00		:30	N	M 1	\$25.00
									\$11 EGE 00

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**Totals** 

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\$11,565.00

41

Print Date 12/05/17

Page 4 of 4



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

	1861939 /	08874376
Contract Dates 12/06/17 - 12/12/17	Product HIGHWAY 31	Estimate # 6115
Advertiser ISS/Highway 31	,  º	riginal Date / Revision 12/05/17 / 12/05/17

Cantract / Devision

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 -12/12/17	41	\$11,565.00	(\$1,734.75)	\$9,830.25
Totals	41	\$11,565.00	(\$1,734.75)	\$9,830.25

Signature: D	Date:
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REP HEADLINE# 8874376
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT
ORDER WORKSHEET HARRIS

REDIT RISK!!!

DEC5/17 15.22 \*\*\* WSFA-TV \*\*\* FAX# 703-516-9680

CON REP: : LINE#:REP : AGY ADV YIIO ORDER FLIGHT PRDCT CZ Z TAX PROGRAM : CON COM1: PROGRAM : CON COM1: PROGRAM : CON COM1: N ω HIGHWAY 31/NOTHING CAN RUN DATES HIGHWAY 31 \*\*\*\* TOTAL \$11565 PLEASE CONFIRM THANKS NEW HIGHWAY 31 JAMIE AGENCY ADVERTISER CODE AGENCY PRODUCT CODE = :CD: DEC6/17 THIS 400A-430A 1000A-1100A 900A-1000A TODAY 0 0 B C AGY. NAME MEGHAN KELLEY TIME ADV. S STATE EARLY NAME ď PERIOD MOHS DEC12/17 DARE ORDER CASH IN ADVANCE TAX TODAY WASHINGTON, 3050 WATERFRONT STRATEGIES ISS/HIGHWAY HOUR EST#6115 CONTRACT . .. 385 K STREET LGTH WK-1 30 30 30 361 PAST •• # COMMENTS: 3 S 国 C DC д O SCHEDULE 8874376 MM •• 20007 12/12 40-05 ı AGENCY \$250.00 \$250.00 \$15.00 SUITE (LINE, BILLING NEEDED \*\*\*\* RATE 円S丁# 100 ORDER, 1 6115 12/11 12/6 12/6 START DATE INVOICE) CLASS: SALES BUYER REP.# 12/12 12/8 12/8 END BBSB NAME NATL. SPTS: WA-JESSE μ /WK: سر OFF.# NEEK LOCAL RYAN EDDINS DEMASTRIE W-H WIF DATE M-TU. REGIONAL SALESMAN DEC5/17 DAYS (H) :TOTL: SPTS: 15.22 H

		5					ама ама	TODAY IN ALABAMA	PROGRAM : CON COM1:
ц	M-IO	かく	۲	12/12	12/11	\$25.00	3 0	430A-459A	12
		)						JUDGE JUDY JUDGE JUDY	PROGRAM :
, H	M + M	7	ئر	12/8	12/6 .	\$135.00 .	30	330P-400P .	, 11 3
		\						YODGE JODY	PROGRAM :
ч	M-TU		, <del>L</del>	12/12	12/11	\$135.00	30	300P-330P	10
		`.						HARRY	PROGRAM : CON COM1:
ц	W - H		r C	12/8	12/6	\$75.00	30	200P 300P	9
		`	7					THE INSIDER THE INSIDER	PROCRAM :
ц	M-TU	\	щ	12/12	12/11	\$75.00	30	130P-200P	8 1
							LIVES	DAYS OF OUR L	PROGRAM :
ц	W-F		ц —	12/8	12/6	\$350.00	30	L230P-130P	7 . 1
		\					AT 12P AT 12P	WSFA 12 NEWS .	PROGRAM :
Ч	DIL		μ	12/12	12/11	\$250.00	30	L200N-1230P	6
		7						ALABAMA LIVE ALABAMA LIVE	PROGRAM : CON COM1:
ц	M - E	_	щ	12/8	12/6	\$75.00	30	130A-1200N	5
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ц	M-IO		<b>н</b>	12/12	12/11	\$75.00	30	1100A-1130A	4 1
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T RISK !!!
S REPORT FROM REP DEC5/17 15.22
\*\*\* WSFA-TV \*\*\*

			•															LINE#:REP
PROGRAM : CON COM1:	21	PROGRAM : CON COM1:	20 .	PROGRAM : CON COM1:	19	PROGRAM : CON COM1:	18	PROGRAM : CON COM1:	17	PROGRAM :	16	PROGRAM : CON COM1:	15	PROGRAM : CON COM1:	14	PROGRAM : CON COM1:	13	:REP :CD:
THE VOICE-FALL	700P-900P	LATE NIGHT W	1135P-1235A	THE TONIGHT	1035P-1135P	WSFA 12 NEWS	1000P-1035P	ENTERTAINMENT ENTERTAINMENT	630P-700P	WSFA 12 NEWS	600P-630P	WSFA 12 NEWS	500P-530P	WSFA 12 NEWS WSFA 12 NEWS	430P-500P	WSFA 12 NEWS	400P-430P	TIME PERIOD :
	30	SETH MYERS	30 .	XMWIL M MOHS	30	AT 10P AT 10P	30	TONIGHT	30	AT 6P AT 6P	30	AT 5F AT 5F	30	AT 4:30P AT 4:30P	30	AT 4P AT 4P	30	LGTH : SEC
	\$1,500.00		\$50.00	FALLON FALLON	\$200.00		\$500.00		\$350.00		\$800.00		\$425.00		\$175.00		\$135.00	: RATE
	12/11		12/6		12/6		12/6		12/6		12/6		12/6		12/6		12/6	: START
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REP: TEL# 703-528-9387 FAX# 703-516-9680 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

IDIT RISK !!!

RRIS REPORT FROM REP DEC5/17 15.22

\*\*\* WSFA-TV \*\*\*

30 PROGRAM : CON COM1:	PROGRAM : CON COM1:	29	PROGRAM : CON COM1:	28	PROGRAM :	27	PROGRAM : CON COM1:	N 6	PROGRAM :	25	PROGRAM : CON COM1:	24	PROGRAM :	23	PROGRAM :	22	:LINE#:REP :CD
430P-500P : WSFA 12 NEWS : WSFA 12 NEWS	WSFA 12 NEWS	400P-430°P	: MEET THE PRESS	800A-900A	: SUNDAY TODAY	700A-800A	: SATURDAY TODAY	600A-800A	: TODAY SHOW	700A-900A	: TODAY IN ALABAMA	600A-700A	: TODAY IN ALABAMA	530A-600A	: TODAY IN ALABAMA	500A-530A	: TIME PERIOD
30 AT 4:30P AT 4:30P	AT 4P AT 4P	3 0	ິດ ດ	30	SHOW	30	MOHS A	30		30	3AMA 3AMA	30	зама зама	30	8ama 8ama	30	: LGTH : SEC
\$175.00		\$135.00		\$225.00		\$125.00		\$115.00		\$260.00		\$350.00		\$250.00		\$200.00	RATE
12/11		12/11		12/10		12/10		12/9		12/6		12/6		12/6		12/6	: START
12/12		12/12		12/10		12/10		12/9		12/8		12/8		12/8		12/8	: END
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M-TU		M-IO.		SUN		SUN		SAT		W - F		M H		W-H		M I H	: DAYS
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TODAY IN ALABAMA	600A-700A	: TODAY IN ALABAMA	530A-600A	: TODAY IN ALABAMA	500A-530A	LATE NIGHT W	1135P-1235A	THE TONIGHT	10352-11352	WSFA 12 NEWS WSFA 12 NEWS	1000P-1035P	: ENTERTAINMENT	630P-700P	WSFA 12 NEWS WSFA 12 NEWS	600P-630P	WSFA 12 NEWS WSFA 12 NEWS	500P-530P	: TIME PERIOD
АМА	30	AMA AMA	• 30	ама ама	30	SETH MYERS SETH MYERS	30	XWWIL M MOHS	30	AT 10P AT 10P	<b>3</b> О	TONIGHT	30	AT 6P AT 6P	3 0	AT 5P AT 5P	30	: LGTH : SEC
	\$350.00		.\$250.00		\$200.00		\$50.00	FALLON FALLON	\$200.00		\$500.00		\$350.00		\$800.00		\$425.00	: RATE
	12/11		. 12/11		12/11		12/11		12/11		12/11		12/11		12/11		12/11	: START : DATE
	12/12		12/12		12/12		12/11		12/11		12/11		12/11		12/11		12/12	: END : DATE
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CON COM1:

TODAY IN ALABAMA

\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-528-9387 FAX# 703-516-9680 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

DEC5/17 15.22 \*\*\* WSFA-TV \*\*\*

MARKET TOTALS \$23,130 ESTIMATED. DEC/17 :LINE#:REP PROGRAM : CON COM1: LINE#: 40 11565.00 : CD: 700A-900A TODAY SHOW TIME PERIOD WSFA 50% LGTH 30 WNCF 5% ESFA 0% SEC WAKA 35% EAKA 0% \$260.00 RATE WCOV 10% 12/11 START DATE CABL 0% 12/12 END %0 WMMW :SPTS: SPTS: WEEK : μ CONTRACT TOTAL TOTAL SPOTS WIYC 0% M-TU DAYS 11565.00 41 :TOTL: ш

SVC- NSI DEMOS- RA35+\*

REP HEADLINE# 8874376 TRF# 1861939 S\$\$ MOD# 0: APPROVED REV #0 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC5/17 16.00

ADV # ADV. NAME I	ISS/HIGHWAY 31	REP.#OFF.#SALESMAN #	
AGY #AGY. NAME V	WATERFRONT STRATEGIES	BUYER NAME JESSE DEMASTRIE	
ł (a	3050 K STREET NW - SUITE 100	SALES PRSN WA- RYAN EDDINS (H)	
ার	WASHINGTON, DC 20007		
ORDER #	CONTRACT # 8874376	CLASS: NATL. LOCAL REGIONAL	
PRDCT HIGHWAY 31	EST#6115 COMMENTS: (LINE, ORDER, INVOICE)	ICE)	
FLIGHT DATES DEC6/17 DEC12/17	/17 WK-1		
CITY TAXSTATE TAX	X CO-OP BILLING NEEDED	DATE DEC5/17 16.00	00
ON CM ***** THIS IS A CASH	IN ADVANCE SCHEDULE *****		

HIGHWAY 31/NOTHING CAN RUN PAST 6P 12/12 NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION

CONTRACT TOTAL TOTAL SPOTS 11565.00 41

# AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and L	ocation:			Date:	•
l, Jecre	Demistration time	ie -at	Linized of following issu	media e:	bryer
do nereby req					
				-	
Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS	020	EREN)	,	•	
This broadca	st time will be u	sed by:	hway 31		

THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT "COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE." FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole o	r in part) communicate "a message
relating to any political mat	ter of national importance?"
Yes	□No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Day Johes	-US Senate	-12/12/17	

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Highway 31 Han Green Springs Hury Ste. 161-304 Kirmingham, AL 35209

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Edward Still Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

## TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

liability, including reasonable at above-requested advertisemen also agrees to prepare a scrip	ity and hold narmless the station tomey's fees, that may ensue front(s). For the above-stated broapt, transcript, or tape, which wifere the time of the scheduled	om the broadcast of the adcast(s), the sponsor ill be delivered to the
	BY ISSUE ADVERTISER (S	
11/21/17 Am	e Denntin	aua-338-8700
Date	Signature	Contact Phone Number
TO BE SIGN	IED BY STATION REPRESENT	ATIVE
☐ Accepted	☐ Accepted in Part	, □ Rejected
Signature	Printed Name	Title

### AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
As	dent	RED)			

Attach proposed schedule with charges (if available):

#### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.